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NORTHERN 1953-54 DEALER PRICE LIST

EFFECTIVE NOVEMBER 1, 1953

INOCULATE ALL LEGUME SEEDS WITH

NITRAGIN

1898—FIFTY-SIX YEARS OF SERVICE—1954

IMPORTANT — When Ordering Always State Name of Seed or Give Inoculant Letter.

Inoculant	Legume Seed to Be Inoculated	Can Size for Amounts of Seed Up to	Cans per Carton	Dealer Price	Retail Price
AB	COMBINATION —For all legumes listed under A and B below.	1 bu. 2 bu.	12 12	\$.35 .64	\$.55 .95
A	ALFALFA —All varieties. SWEETCLOVERS — Emerald, Evergreen, Hubam, Madrid, Sourclover, Spanish, White and Yellow. OTHERS — Black Medic, Bur Clover, Button Clover and Fenugreek.	1 bu.	12	\$.35	\$.55
B	CLOVERS — Alsike, Berseem (Egyptian), Carolina, Cluster, Crimson, Hop, Ladino, Mammoth Red, Medium Red, Persian, Rabbit foot, Rose, Strawberry, Sub, White and Zigzag.	1/8 bu. (Ladino) 1 bu.	12 12	\$.13 .35	\$.18 .55
C	PEAS — Austrian Winter, Field, Garden, Perennial, Sweet and Tangier. VETCHES — All species and varieties of <u>Vicia</u> . OTHERS —Broadbeans and Lentils.	100 lb.	12	\$.32	\$.50
D	BEANS — Garden (all varieties of String, Snap and Wax), Field (Great Northern, Kidney, Navy, Pink and Pinto) and Scarlet Runner.	1 bu.	12	\$.35	\$.55
E	BEANS — Asparagus, Adzuki, Blackeye, Mat, Mung, Tepary and Velvet. PEAS — Cowpeas (Black-eyed Peas), Pigeon and Partridge. PEANUTS — All varieties. OTHERS — Alyceclover, Crotalarias, Florida Beggarweed, Guar, Hairy Indigo and Tick Trefoil.	2 bu.	12	\$.26	\$.40
I	LESPEDEZA — Bicolor, Common, Kobe, Korean, Sericea, Tennessee 76 and all other varieties.	100 lb.	12	\$.35	\$.55
S	SOYBEANS — All varieties.	2 bu. 5 bu. 25 bu.	12 12 6	\$.26 .40 1.73	\$.40 .60 2.70
	BIRDSFOOT Trefoil — Broadleaf and Narrowleaf varieties.	†4 lb. *1/2 bu.	12 12	\$.10 .26	\$.15 .40
	GARDEN — Garden and Sweet Peas, Garden and Lima Beans, Lupines and Soybeans.	Up to 8 Lbs. of Seed	12	Per Doz. \$1.20	Each \$.15
	SPECIALS — Each of the following legumes require a special inoculant. Order by legume name. Allow about 10 days for preparation.				
	GIVE LEGUME NAME — Big Trefoil, Crown Vetch, Kudzu, Garbanzo (Chick Pea), Lima Bean, Sanfoin, Sesbania, <u>Astragalus</u> Sp. (Milkvetch), <u>Leucaena glauca</u> .	1/8 bu. 1 bu.	Order Exact No. Required	\$.13 .43	\$.18 .65

†Formerly 1/8 bu. { **NOW DOUBLE STRENGTH**
*Formerly 1 bu. {

Printed in U. S. A.

THIS CAN IS FAMOUS



- For Reducing Crop Risks
- For Cutting Soil Losses
- For Boosting Legume Yields
- For Pre-Sold User Preference

WHY NITRAGIN SELLS EASIER . . .

- ✓ Extensive farm magazine advertising in more than 75 state and national papers.
- ✓ NITRAGIN sales talks are broadcast to farmers in 50 widespread radio areas.
- ✓ Direct NITRAGIN mailings call on farmers right in their own homes.
- ✓ Wall posters and metal signs help dealers remind farmers at point-of-sale.
- ✓ Educational bulletins and pamphlets sell the value of legumes and the importance of inoculation.

DEALER EXCHANGE POLICY

NITRAGIN is sold outright, at regular terms, by jobbers who serve you. NITRAGIN is not consigned. It is sold on a return basis. Unsold quantities should be cleared for credit immediately after season ends. Any stock clean-up effort on the part of dealers is in their own self-interest. Returns are costly for all.

CARTON LOT NITRAGIN ORDERS PROVIDE BETTER SERVICE MORE ECONOMICALLY

Any added convenience in handling and shipping helps us serve you better. For best possible service, order in full carton lots. See other side of price list for number of units packed in each carton. Order only what you can use. Avoid costly returns.

THE NITRAGIN COMPANY, INC.

3101 W. Custer Avenue

Milwaukee 9, Wisconsin

CORNELL SEED COMPANY

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